

Message Text

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ORIGIN PM-04

INFO OCT-01 EUR-12 ISO-00 DODE-00 COME-00 EB-07 TRSE-00

AID-05 IGA-02 SS-15 SSO-00 INR-07 INRE-00 L-03 OMB-01

MC-02 /059 R

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FM SECSTATE WASHDC

TO AMEMBASSY BRUSSELS IMMEDIATE

INFO USCINCEUR

C O N F I D E N T I A L STATE 013081

E.O. 11652: GDS

TAGS: MASS, BE

SUBJECT: FMC SALE OF APC'S TO BELGIUM

REF: A) BRUSSELS 250

1. EMBASSY UNDERSTANDING CONTAINED FIRST SENTENCE PARA 5, REFTTEL IS CORRECT. FOR VARIETY OF REASONS, USG SIMPLY CANNOT PROVIDE WARRANTY OR COMMITMENT TO BACK UP UNDERTAKINGS MADE BY US BUSINESS FIRMS DURING COURSE OF LATTERS' DEALINGS WITH FOREIGN COUNTRIES ON A PURELY COMMERCIAL BASIS. EVEN IN CASE OF GOVERNMENT-TO-GOVERNMENT SALES THROUGH FOREIGN MILITARY SALES (FMS) PROCEDURES, USG CANNOT UNEQUIVOCALLY EXTEND ECONOMIC COMMITMENTS TO PURCHASING COUNTRY. IN GOVERNMENT-TO-GOVERNMENT SALES, BEST THAT USG CAN DO IS TO STATE THAT IT WILL USE ITS BEST OFFICES TO
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ASSIST PURCHASER IN MEETING CERTAIN OFFSETTING ARRANGE-

MENTS. HOWEVER, USG DOES NOT MAKE EVEN THAT TYPE OF STATEMENT EXCEPT IN UNIQUE SITUATIONS.

2. FOLLOWING COMMENTS PERTAIN TO ADDITIONAL POINTS IN PARA 5 REFTEL:

A. PARA 5A: DEPARTMENT AND DOD CAN STATE THAT FMC CORPORATION IS CREDIBLE ORGANIZATION WITH EXCELLENT RECORD IN ITS DEALINGS WITH USG.

B. PARA 5B(1): THE EXPERIENCE OF HENSCHEL ENGINEERING IN REBUILDING GERMAN M-113'S WOULD SEEM TO MAKE IT LOGICAL MAINTENANCE AND REBUILD FACILITY.

C. PARA 5B(2): US PLANS TO ATTEND BELGIAN DEMONSTRATION FOR NATO OF EPERVIER RECONNAISSANCE DRONE IN JUNE. HOWEVER, USG DOES NOT PRESENTLY HAVE FUNDS AVAILABLE FOR DRONE PROCUREMENT.

3. IN ADDITION TO ABOVE COMMENTS, YOU MAY ALSO WISH TO CONVEY TO APPROPRIATE BELGIAN OFFICIALS USG BELIEF THAT GOB DECISION TO PURCHASE AIFV AND M-113A1 ARMORED PERSONNEL CARRIERS WOULD IMPROVE COMBAT EFFECTIVENESS OF BELGIAN FORCES COMMITTED TO NATO, AND IN LIGHT OF THE NETHERLAND'S RECENT DECISION TO ACQUIRE THE SAME VEHICLES WOULD BE FAVORABLE STEP TOWARD STANDARDIZATION OF EQUIPMENT THEREBY FACILITATING COMMON MAINTENANCE AND REBUILD FACILITY. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY SALES, MILITARY VEHICLES, CONTRACTS, PROPOSALS (BID), NEGOTIATIONS, TRACKED VEHICLES
Control Number: n/a
Copy: SINGLE
Draft Date: 19 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE013081
Document Source: CORE
Document Unique ID: 00
Drafter: RWSMITH:DOD/ISA:CLLOYD:RG
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D760020-0039
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760143/aaaabmme.tel
Line Count: 88
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN PM
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 76 BRUSSELS 250
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 25 MAR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 MAR 2004 by izenbei0>; APPROVED <03 AUG 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FMC SALE OF APC'S TO BELGIUM
TAGS: MASS, BE, US
To: BRUSSELS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006